



November 5, 2020

Stephanie Nelson, Sr. Account Manager
Indiana Department of Administration
Procurement Division
402 W. Washington Street, Rm. W468
Indianapolis, IN 46204

Dear Stephanie:

Re: State of Indiana RFP For Laboratory Supplies and Related Services – 21-2633

Thermo Fisher Scientific is pleased to submit our response to the Indiana Department of Administration Request for Proposal. We believe that our history and commitment to partnership, competitive pricing, and dedicated account management are the strongest reasons to select the Fisher Scientific channel, part of Thermo Fisher Scientific, as your primary supplier of laboratory supplies and services.

As per the requirements stated in your RFP document, Thermo Fisher Scientific states that we understand and agree to the requirements presented in Section I of the State's RFP.

As noted in Section 1.1.5, we request that the information contained in the following documents be regarded as Proprietary & Confidential Information, as we are requesting an Exception to the APRA for Financial Information as referenced in Indiana Code section 5-14-3-4(a)(5):

- Cost Proposal Narrative
- Cost Assumptions, Conditions and Constraints
- State of Indiana RFP Additional Pricing Discounts

Additionally, our capabilities and track record with the State more than demonstrate our ability and willingness to supply the required products and services, meeting the requirements described in Section 2.4 (see below).

- **Advanced E-Commerce Capabilities**, including a state-of-the-art ordering website and PeopleSoft integration
- Proven processes to ensure **Data Management and Integrity**
- Strategic **Implementation and Transition** process to ensure seamless acceptance of new programs and initiatives
- Customer-focused **Account Management** program as well as responsive Customer Service to ensure that the needs of State customers are being met
- Technologically enabled **Shipping and Delivery** processes and distribution centers providing fast, efficient service to State agencies
- Comprehensive, detailed **Reporting** of purchase data and other key metrics
- Extensive and growing **Supplier Relationships**, including franchise and exclusive suppliers, offering the State extensive product choice and value

We also acknowledge and agree to the Mandatory Contract Terms, with the following exceptions:

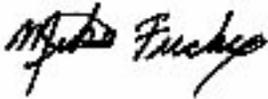
- **Section 24 Indemnification** – Contractor shall only indemnify The State for Contractor's negligence and willful misconduct under this Agreement. The State hereby agrees to be responsible for loss of property or personal injury arising out of The State's and its employees' negligence while acting within the scope of their employment by The State.
- **Section 36 Ownership of Documents and Materials** – No Intellectual Property will be developed under this Agreement

It is our firm desire to support the State's procurement objectives with a comprehensive supply chain solution. The Fisher Scientific channel greatly values our relationship, and appreciates this opportunity to demonstrate our commitment to you as our partner. We appreciate the opportunity to participate in this process and look forward to discussing our proposal in detail.

Principal Proposal Contact:

James Harris
Region Manager
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Pittsburgh, PA 15275
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Phone: (317) 418-3924

Sincerely,



Mike Fuchs
VP, Midwest Region
Michael.fuchs@thermofisher.com